

We are looking for personnel reinforcement!



To strengthen our team at our Head Office, we are looking for a dynamic, committed and experienced

Senior Key Account Manager (m/f/d)

Your key responsibilities

- Support and assessment of requirements for existing clients in Germany and abroad (Luxembourg, Liechtenstein, Switzerland, Austria)
- Identifying and implementing cross- and up-selling potentials with existing clients
- In-depth market and competition monitoring, preparation of market analyses, business and market development plans
- Strategy development for existing clients as well as initiation and management of relevant sales-related activities within the organization (internal stakeholder management)
- Documentation of sales activities in the CRM system, regular reporting and derivation of corresponding recommended actions
- Creation and execution of presentations as well as preparing offers and conducting contract negotiations
- Presentation of the DIAMOS product portfolio at sales/marketing activities and similar events
- Budget and sales responsibility as well as budget planning for the assigned accounts
- Support with projects, control of client satisfaction and target achievement (Time, Budget, Quality, Function)
- Review cost coverage for existing clients
- Support in maintaining service quality (client satisfaction)
- Sustainable support also in case of escalations
- Mediation between the areas of technology, business requirements and management
- Moderation of technical and process-related problems

Your profile

- After successfully graduating in business administration, economics or a comparable qualification, you have acquired several years of sales experience in selling software solutions in the investment / fund industry as well as in establishing and expanding client relationships in a sales-oriented manner.
- You are confident in using Microsoft products and have a good technical understanding of software products due to your high level of affinity for technology.
- An engaging and confident manner, a committed and dynamic way of working as well as a high degree of self-organization, resilience, ambition and flexibility are attributes that are characteristic for you.
- You are goal-oriented and structured and use your communication skills as well as your excellent negotiation skills convincingly in German and English.
- Willingness to travel is a matter of course for you.

Our offer

We offer you a modern, attractive and secure job with career prospects, exciting and multifaceted tasks and projects, flat hierarchies with short decision-making processes as well as plenty of room for the development and unfolding of your personal and professional strengths. A pleasant working environment in air-conditioned offices equipped with state-of-the-art technology and conveniently located is awaiting you. The orientation phase with your own mentor will give you a smooth start. We support your work-life balance with a flexible working time system, 30 days of vacation, special leave and home office offers. Our services are enhanced by attractive, performance-based compensation and other services and benefits. Convince yourself and let's get in touch right away. We look forward to receiving your application, stating your salary expectations and earliest starting date. Please send your application to job@diamos.com.